

Massachusetts
Group Conversion Guaranteed Issue
Nongroup Membership ¹
as of December 31, 2002

| Non Group Membership Total Members | Type of Plan | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | Massachusetts |
|---|--------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 | Members as of 12/31/02 |
| Celtic Life Insurance Company | Medical | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Connecticut General Life Insurance Company | Medical | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 2 | 1 | 0 | 0 | 7 |
| Great-West Life and Annuity Insurance Company | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| GE Capital Life Assurance Company | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Life Insurance Company | Medical | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| UniCARE Life and Health Insurance Company | Medical | 0 | 1 | 0 | 0 | 3 | 3 | 2 | 4 | 11 | 0 | 6 | 1 | 3 | 3 | 37 |
| Total Members | | 1 | 1 | 1 | 0 | 4 | 3 | 3 | 4 | 14 | 0 | 8 | 2 | 3 | 3 | 47 |
| 2002 Massachusetts Population ² | | 228,577 | 133,462 | 543,434 | 15,431 | 735,606 | 71,721 | 459,116 | 153,399 | 1,474,160 | 10,416 | 656,486 | 485,747 | 689,925 | 770,321 | 6,427,801 |
| Market Penetration Rate ³ | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

¹ Represents membership in guaranteed issue health plans subject to M.G.L. c. 176M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.

² 2002 Population Source: Table CO-EST2002-02-25 - Massachusetts County Population Estimates and Population Change: July 1, 2001 to July 1, 2002. Source: Population Division, U.S. Census Bureau. Release Date: April 17, 2003

³ Total members in Massachusetts divided by the 2002 population in Massachusetts.